

Message Text

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PAGE 01 QUITO 01350 040147Z
ACTION ARA-14

INFO OCT-01 ISO-00 EB-08 /023 W
-----110864 040739Z /11

R 031953Z MAR 78
FM AMEMBASSY QUITO
TO USDOC WASHDC
INFO SECSTATE WASHDC 7498
AMCONSUL GUAYAQUIL
AMEMBASSY CARACAS
AMEMBASSY LIMA

UNCLAS QUITO 1350

E.O. 11652: N/A
TAGS: BEXP, EINV, BENC, EC
SUBJECT: ECUADOR'S PROGRESS IN IMPLEMENTING ANDEAN PACT
AUTOMOTIVE ASSIGNMENTS

REF: QUITO A-08, FEB. 18, 1978

1. IT WAS OFFICIALLY ANNOUNCED ON MARCH 1 THAT THE FORD MOTOR COMPANY WILL BUILD THE 3.0 TO 4.6 MT TRUCK ASSIGNED TO ECUADOR UNDER ANDEAN PACT DECISION 120. A CONTRACT HAS NOT YET BEEN SIGNED WITH FORD, HOWEVER. WHAT THE ANNOUNCEMENT MEANS REALLY IS THAT THE GOE PLANS TO NEGOTIATE EXCLUSIVELY WITH FORD UNTIL EITHER AN AGREEMENT IS REACHED OR THE U.S. FIRM WITHDRAWS. IN THE LATTER, UNLIKELY CASE, THE GOE WOULD INITIATE NEGOTIATIONS WITH FIRST GENERAL MOTORS THEN FIAT.

2. THE DECISION AS TO WHICH OF SEVEN FIRMS WILL BE CHOSEN TO PRODUCE THE 1,050 TO 1,500 CC PASSENGER CAR, ECUADOR'S ONLY OTHER EXCLUSIVE VEHICLE ASSIGNMENT, IS STILL EPNDING. INDICATIONS ARE, HOWEVER, THAT THE AWARD WILL BE MADE TO A NON-U.S. FIRM.

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3. IT WAS CONFIRMED RECENTLY TO EMBOFF BY CORDINAUTO THAT THE JOINT PROJECT, INVOLVING VENEZUELA AND ECUADOR, TO PRODUCE A HEAVY TRUCK (UP TO 16 MT) HAS BEEN AWARDED TO THE SPANISH FIRM PEGASO. MACK OF THE U.S. HAD HOPED TO BE CONSIDERED FOR THIS PROJECT. THE DECISION WAS APPARENTLY MADE BY VENEZUELAN PRESIDENT PEREZ

DURING THE STATE VISIT SEVERAL MONTHS AGO OF
KING JUAN CARLOS.
KEMP

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NNN

Message Attributes

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Decaption Note: 25 YEAR REVIEW
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